EXPORT BRIEFS

The following trade items have been gathered from Agricultural Attache and other government reports as a service to U.S. exporters of food and agricultural products. In supplying the trade leads the Department of Agriculture does not guarantee reliability of the overseas inquirer. Your best source for further information on these trade leads is the listed foreign firm originating the inquiry. You may also contact the Export Trade Services Division, FAS, (202) 447-7103.

July 6, 1979

1263 Poultry feed (Colombia). Wants 1,000-5,000 tons of broiler and layer feed, for warm climate, 19% protein, in 40 kilo bags, delivery within 30 days. Manufacturing date should be stamped on each bag. Quote FOB Gulf. Bank ref: Banco Colpatria - Barranquilla. Contact: Andres Gomez-Garcia, Con-Aves Barranquilla, Carrera 37 No. 52-36, Apartado 770, Barranquilla, Colombia. Telex: 33431 CMCO CG. Cable: AGOMEZ. Phone: 313104, 313228.

1264 Cherry trees (Argentina). Wants 3,000 sour cherry trees (Prunus Cerasus), varieties: Sawer, Kirschen or similar. With bare roots or in plastic pots. Delivery before August 15, 1979. Quote C&F Buenos Aires. Bank ref: Banco De La Nacion Argentina. Contact: Alejandro Brago, Drago Agroforestal, Santa Fe 1955, 9E, Buenos Aires, Argentina. Phone: 41-2925.

1265 Potato starch (Chile). Wishes to import 20 tons of potato starch, food grade, maximum humidity 18%, maximum ash 0.25% in 50 kilograms plastic bags. Prompt delivery. Quotations CIF Valparaiso. Bank ref: Banco Sud Americano. Contact: Alfredo Witt, Lefersa, Cailla 9027, Santiago, Chile. Phone: 731035.

1266 Beef cattle (Liberia). Interested in buying standard grade beef cattle. Would also like to know if there are any USDA veterinary and inspection costs and regulations regarding the export of live cattle on the hoof and as dressed meat. Contact: James S. P. Cooper, The Liberian Bank for Development and Investment, Tubman Boulevard, Congotown, P. O. Box 547, Monrovia, Liberia. Phone: 261111.

1267-1268 Beef, lamb (England). Wishes to buy frozen beef and lamb, 2,000 tons of each, EEC quality. Delivery soonest. Quote FOB and C&F. Bank ref: Williams & Glynns Bank, Mosley Street, Manchester 1. Contact: M. Hadi, Ashcroft & Wright Ltd., 4 Selborne Road, Manchester 21, England. Telex: 666989. Phone: 061-881-0096.

1269-1270 Essential oils, citrus concentrates (Denmark). Wants to buy (a) 15 tons of orange oil; (b) 5 tons of grapefruit oil; (c) 1 ton of lemon oil; (d) 300 kgs of nectarine; and (e) container loads of frozen citrus concentrate juices (grapefruit and lemon)--approximately 60 degrees and 45 degrees brix respec. Samples of various qualities of oils requested. For juices, top-grade for reconstitution. Oils: either 385 lb. drums or 35 lb. canisters; juices: containers. Immediate delivery. Company requests samples of various grades of oils available. Company is one of largest in juice and beverage market, supplying both domestic and many overseas markets. Quote FOB. Bank ref: Handelsbanken, Frederikssund. Contact: Erik Andersen, Co-Ro Food A/S., Ellekaer 1, DK-3600 Frederikssund, Denmark. Telex: 42 519 DK. Phone: (03) 31 23 11.

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1271 Fruit juice concentrates (Germany). Wants high quality fruit juice concentrates, initially sampling quantities, in cans or cartons, delivery soonest. Now handling Brazilian juices within Europe and in the Near East. Firm prefers exclusive agency. Bank ref: Deutsche Bank Ag, Muenchen (Grossmarkthalle). Contact: Werner Lazar, Werner Lazar Fruit & Food Products, Kochelseestrasse 10, D-8000 Muenchen 75, Germany. Telex: 05-212069. Cable: LAZAR, Muenchen. Phone: 089/775034.

1272-1275 Frozen and canned seafoods and poultry, cocktail specialties (Germany). Interested in high quality of frozen packaged fish, shellfish and other seafood, including soup, canned and cured seafoods; frozen poultry and game specialties; canned poultry and game specialties, including soups; cocktail specialties, mixes, etc. Initially sampling quantities only. Gourmet foods preferred. Firm established, specializes in wholesale, export and import of French poultry specialties, shellfish, smoked specialties, etc. Bank ref: Deutsche Bank Ag, Muenchen (Grossmarkthalle). Contact: H. C. Otto, Schwinning & Co. Kg., Gotzingerstrasse 19-21, D-8000 Muenchen 70, Germany. Phone: 089-778088. Telex: 05/213046.

1276-1279 Canned and frozen fruits and vegetables, food specialties (Germany). Wants average quality of canned and frozen fruits and vegetables, and canned and frozen exotic food specialties. Initially sampling quantities. Quotations preferably CIF Munich. Specializes in wholesale, export and import of all types of fruits and vegetables, specialty foods and potatoes. Bank ref: Bayerische Hypotheken-Und Wechselbank, Muenchen (Ghossmarkthalle). Contact: Fritz Moess, Fritz Moess Import/Export/Grosshandel, Postfach 750 616, D-8000 Muenchen 75, Germany. Telex: 05/212400. Cable: FRIMOES. Phone: 089-775091.

1280-1284 Frozen chicken, fruits and vegetables, potato products, seafoods (Germany). Wishes to buy high quality frozen chicken and chicken parts; frozen fruits and vegetables, all types; potato products, frozen; frozen fish, shellfish and other seafood and seafood products. Initially sampling products only. Firm has average annual sales of DM 200 million. Interested to add U.S. food and food products to its sales line. It is prepared to either import directly on own account or to take over agency or distributorship. Quote CIF Rotterdam or Munich. Bank ref: Bayerische Vereinsbank, Nuernberg. Contact: Dr. Walter Ringel, Leo Ringel GMBH & Co. KG, Burgbernheimerstrasse 16, D-8500 Nuernberg, Germany. Telex: 06/22139. Cable: EIERRINGEL, Nuernberg. Phone: 0911/32041.

1285 Foodstuffs (Germany). Interested in general line of food products including dry milk products, canned milk products, condensed and evaporated milk, dried whole eggs, powdered, instant baby food, instant tea and coffee, corned beef, sardines and other fish products, canned fruits and vegetables and juices. Sampling quantities initially. Worldwide exports and imports. Interested in adding U.S. products to sales program. Quote CIF European ports. Payment by Letter of Credit. Bank ref: Raiffeisenkasse Anzing. Contact: Hans P. Eiber, Eiber Food International, Semptweg 2, D-8011 Anzing B. Muenchen, Germany. Telex: 05/26896. Cable: IMPEX-ANZING B. Muenchen. Phone: 089/473590.

1286 Health Foods (Germany). Interested in health foods, all types, initially sampling quantities only, good quality. Manufactures, wholesales, exports and imports health foods and cosmetics on biological basis. Interested in importing for resale. Quote CIF Hamburg or Bremen. Bank ref: Bayerische Vereinsbank, Muenchen. Contact: K. Ehrmann, Bio-Alpin Reformwarenvetrieb GMBH, Aicherstrasse 16, D-8000 Muenchen 60, Germany. Phone: 089/832264.

1287 Cottonseed cake (Syria). Government tender with closing date July 16 for 25,000 mt of cottonseed cake in 100 kg jute bags, moisture max. 10%, protein min. 40%, fat max. 2%, fibres max 13%. Shipment 12,500 mt September, balance in October. Quote C&F free out Lattakia/port or net weight without commission. Phytosanitary certificate required. 2% Bid Bond required confirmed by Commercial Bank Branch No. 6 (Telex: 11359 SY). Contact: General Organization for Fodder, 87 Port Said Str., P. O. Box 4797, Damascus, Syria. Telex: ALAF 11089 SY. Cable: ALAF.

1288-1289 Walnuts (Japan). Wishes direct sale for resale of dried walnuts, hulled or shelled good in quality used for the manufacturing of confectionery. Firm established in 1950 and capitalized at approx. $61 million. The company has been purchasing imported walnuts by way of a large Japanese trading firm, but now wants to increase its control over quality by directly importing U.S. walnuts. Please supply samples and price information. Contact: Junya Abe, President, Iwate Abe Seifun Co., Ltd., Aza Yawata 61, Kami-Hirazawa, Shiwa-Cho, Shiwa-Gun 023-34, Iwate Pref., Japan. Phone: 01967-3-7614.

1290 Fruit juice and concentrates (Honduras). Firm wants direct sale (resale) also exclusive distributorship for concentrates, flavoring and drink or fruit juice. Firm also wants to receive offers as soon as possible, CIF Cortes against Letter of Credit, including price lists, terms of delivery, etc. The firm operates an agency for distribution and representation of foreign products. Contact: Jorge Moino, Manager, Superba, S.A. De C.V., P. O. Box 1657, San Pedro Sula, Cortes, Honduras, C.A. Cable: SUPERBA. Phone: 523115.

1291 Orange Juice concentrates (Austria). Wants 100 metric tons of natural deep-frozen orange juice concentrate, 11-13 ratio, 3-5% pulp. Packed in barrels, approx. 265 kilograms each. Requests analysis concerning quality. Quotations CIF Hamburg. Bank ref: Bank Fuer Kaernten, A-9020 Klagenfurt, Austria. Contact: Mrs. Nicolelli, Firma Pago, Jakob Pagitz Fruchtsaefte GES.M.B.H., Schroedinger-strasse 61, A-9020 Klagenfurt, Austria. Telex: 042386. Phone: 04222/33444.

1292-1294 Frozen beef, liver and chickens (Sweden). Wants 6,000 tons of frozen beef, bone-in or boneless - compensated quarters, 100% male age 1-3 years or 3-5 years. Delivery 2,000 tons August and 4,000 tons end of September 1979; frozen liver, 100-150 tons, American selected steers, packed 2-4 livers per carton, for delivery soonest and 6,000 tons of frozen chickens, giblets packed in plastic bags inside chickens. Advise as to delivery dates. Large market available, please quote best prices CIF Alexandria, Egypt. Bank ref: Svenska Handelsbanken. Contact: David Hadari, Timi AB, Box 9148, S-10272 Stockholm, Sweden. Telex: 17019 TELE SK ATTN: TIMI AB. Phone: 08/69 76 48.

1295 Cottonseed cake (Netherlands). Wants 25,000 mt or smaller parcels of cottonseed cake, moisture max. 10%, protein min. 40%, fat max. 2%, fibers max 13%. Free of live/dead insects, free from foreign matter and castor seed meal. Fit for animal consumption. Packed in new jute bags of 100 kilos. Delivery starting September ending October. Quotations FOB vessel before July 10. Bank ref: Amro Bank, Enkhuizen. Contact: E. Bakker, POP Vriend B.V., P. O. Box 5, Andijk, Netherlands. Telex: 57293. Phone: 02289-1462.

1296 Health foods (Norway). Wants natural organic foods-cereals (rice, wheat, etc.), flakes, beans (soybeans and other), sprouting seeds, dried fruits (no sulfur). Quality according to standards set by "World Food Service". Packed in bulk or private label consumer packs. Quote CIF. Company acts as importer for wholesalers and retailers of natural organic foods and is seeking contact with suppliers of

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above products. Bank ref: Bergen Bank, Oslo, Norway. Contact: Fredrik Lutken, Bios Engross A/S, P. O. Box 22, Nordstradshogda, Oslo 11, Norway. Phone: 02-29 55 00.

1297 Sweet potatoes (England). Wants sweet potatoes (Red Skin variety), 10-20 ton consignments, class/category 1 - med. size to weigh max. 18 ozs., min. 17 ozs. Packaging traditional for export by sea. Delivery soonest, quote CIF Gillingham, Kent. Bank ref: Lloyds Bank Ltd., 84 Watling Street, Gillingham, Kent. Contact: George Brooker, G. E. Brooker & Son Ltd., 90 Watling Street, Gillingham, Kent, England. Phone: 0634 50871. Telex: 965633.

Foreign Market Developments

The American Royal Livestock Show -- will take place in Kansas City, November 3-17, 1979. This is the 81st year for the Royal and the 5th year for the International Program. Last year there were over 7,000 head of top quality livestock exhibited in the various classes. The objective of the International Program at the Royal is to inform foreign buyers of the show, invite them to attend and assist them in the location and purchase of selected animals for export. The show is designed to promote, stimulate and coordinate the sale of livestock to the foreign buyer. Last year buyers from ten countries attended the two-week exposition. Equipment viewing, farm tours, a rodeo, a horse show and top-notch entertainment all await the Royal visitor. The Kansas and Missouri Departments of Agriculture and MIATCO (Mid-America International Agri-Trade Council) will give personal attention to each foreign visitor and assist them with any special needs. For more information please contact: Jerry Dudley, Marketing Division, Kansas State Board of Agriculture, P. O. Box 678, Topeka, Kansas 66601. Phone: (913) 296-3736.

Transportation hearings. The Congressionally-created Rural Transportation Advisory Task Force, co-chaired By Agricultural Secretary Bob Bergland and Transportation Secretary Brock Adams is holding regional public hearings during July and early August. Of particular interest to both agricultural product buyers and sellers (exporters) is the Task Force's call for information and help on identifying and measuring the needs of agriculture and developing a national agricultural transportation policy. Call 1-800-424-9107 if you wish to reserve a time slot at one of the public hearings.

All hearings start at 8 a.m. local time, as follows: July 12, Des Moines, Iowa, Sheraton Inn, 11040 Hickman Rd; July 12, Raleigh, N.C., Hilton Inn, 1708 Hillsborough St; July 16, Fresno, Calif., Picadilly Inn, 2305 W. Shaw Ave.; July 17, Albany, N.Y., Howard Johnson's Motor Lodge, 9W Southern Blvd; July 19, Orlando, Fla., Hilton Inn West, 3200 W. Colonial Dr.; July 24, Fargo, N.D., Fargo Baltimore Motel Hotel, 3700 Main Ave.; July 24, San Antonia, Tex., Sheraton-San Antonia Motor Inn, 1400 Austin Hwy; July 26, Wichita, Kan., Holiday Inn East, 7335 Kellogg; July 26, Indianapolis, Ind., Stouffer's Indianapolis Inn, 2820 N. Meridan St.; July 30, Spokane, Wash., Ridpath Hotel & Motor Inn, Sprague & 1st Aves.; July 31, Portland, Maine, Holiday Inn-Downtown, 88 Spring St.; August 8, Mitchell, S.D., Holiday Inn, 1525 W. Havens St.